The following revised figures from the War Industries Board and other sources are interesting in showing the war's effect on automobile making, the third largest manufacturing industry in this country:

One Car to Every Seventeen Persons

AMERICA has one motor vehicle for every seventeen

er cars shipped overseas for trucks shipped overseas for

A Reason for the

AUTOS-BODIES-TIRES-TUBES



SELECTED USED AUTOMOBILES

Easy Payments Arranged; Demonstra-tions Given; Automobiles Traded. 1918 Buick Bunabout; 1916 Carillac Town-car. Oldsmobils Touring: 1917 Willys akland Touring; 1916 Oldsmobile ige Touring; 1917 Hudson Touring, 1300n Four Passenger Sport Model, deen Four Passenger Sport Model erland Touring; 1918 Cadillac Tourtearns Brougham; 1916 Cadillac 4 P.

TIRES\_TIRES 'Cord" High Grade Tires at 40% Off List "Fabric" Tires from 30% to 60% Off List Makes As: Goodrich, Pisk, Pire-U. S. and Other Well Known Mann-

BODIES—BODIES New & Used; Large Stock; Open and itself At Our Body Department. Com-

Jandorf Automobile Co. (Inc.) AUTO & TIRE DEPARTMENT 1763 Broadway, near 57th St. dr Dept. "Blue Signs," 317 W. 59th The Above Are Our Only Addresses

USED CARS

of Quality PIERCE-ARROWS Brougham. PACKARDS MARMON

CADILLACS MISCELLANEOUS

opecial Hondarier
opecial Pana, 22-73, new,
M. Hondster
M. Hondster
M. Touring
M. Touring
M. Touring
M. Touring
M. Touring
M. 4 pass, Speedster
M. Hondarier
M. Landariet
M. Landariet
M. Landariet
M. Landariet
M. Landariet

Z Dion, small Town Car. ROSKAM SCOTT CO. 1896 B'way-63d St. 907 Col.

How the Auto Industry Was
Affected by War — Statistics of Building and
Supply for Government

By Alfred Revers

By Alfre

chandise and incidentally better touring for motorists, but there is a not be confused.

The absolute ton-mile is similar to equipment of the motor car plants.

Passenger car production was more than \$00,000 cars short of 1917, being than \$00,000 cars short of 1917, being enly 53 per cent of that year, while enly 53 per cent of that year, while to the production which could be motorists, but there is a not be confused.

The absolute ton-mile is similar to that used in figuring railroad freight mileage. Because of the various systems of delivery, contingent on stops and loads to be dropped en route, what only 51 per cent of that year, while the truck production increased from more as the plans expand. As a temporary expedient to take care of Automobile manufacturers are now returning to normal production which is coming on in which outdoor work is far from disagreeable.

The time is local work this year. There will unquestionably be room for thousands more as the plans expand. As a temporary expedient to take care of unemployment conditions this is important. The more so that a season is called the commercial ton-mile is adopted as a standard of measurement. The absolute or railroad ton-mile is

Automobile manufacturers are now returning to normal production which is coming on in which outdoor work is far from disagreeable.

The time is bound to come soon when there will be a nation-wide system of good roads, with bridges throughout of a type to carry all sorts of vehicle traffic successfully. The concrete or metal span will heavy replacement demands during 1919.

The time is bound to come soon when there will be a nation-wide system of good roads, with bridges throughout of a type to carry all sorts of vehicle traffic successfully. The concrete or metal span will replace the old-fashioned wooden bridge everywhere, as modern requirements of travel demand.

Adopted as a standard of measurement on the absolute or railroad ton-mile is sone ton carried one mile is sorts of vehicle traffic successfully. The concrete or metal span will replace the old-fashioned wooden bridge everywhere, as modern requirements.

18 708 tions and their lack of space for car driving, have one car to twenty-62.987 three and twenty-four persons respectively.

In the large cities.

New York and Pennsylvania, with their congested big city populans and their lack of space for car driving, have one car to twenty-fee and twenty-four persons respectively.

Although since 1916 the South as a section has shown the greatest crease in car ownership—a gain of 101 per cent, as compared with 46 by reducing the total number of pounds by reducing the total number of pounds by reducing the total number of pounds hauled to terms of tons, i.e. 1-300. 54.242 increase in car ownership—a gain of 101 per cent, as compared with 46 15,170 per cent in New England and 66 in the midwest—the Southern states' ratio of cars to population is lower than that of any other section of the

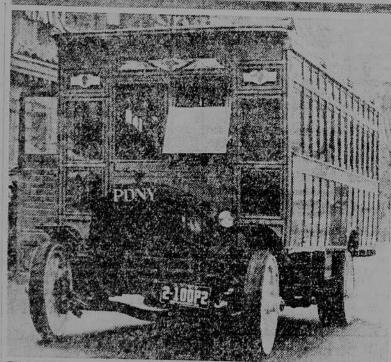
ratio of cars to population is lower than that of any other section of the country. Mississippi and Alabama are last in the list of states, with 50 and 52 respectively. Maryland and Florida rank first in the South, with 18 and 20 persons to the car.

Reo Radiator Visor number of people have been under impression that the radiator visor Reo cars was designed as a mark identification—a feature whereby Reo may be easily recognized from a state. "This feature is not an antification idea," says Mr. Hunt, teral manager of the Reo Motor Car manager of New York. "The real real manager of New York." The real real manager of New York. "The real real manager of miles carried, thersaving to the state would be one result of the enactment of this law. The license plates required now run away up toward 550,000 pairs and they have been made for years on contract with private individuals.

the radiator where the cooling an picks it up and the draft is furher enforced by blades in the fly need sucking it out. With flat or ounded-off fronts the air tends to be quality of the plates furnished by the contractors in the last two or The bill would help to give employment to a large number of coneffected entirely away from the raditor surface at higher speeds."

duality of the plates furnished by the contractors in the last two or three years, although there was a time when they were so poorly made that the enamel flaked off at the lightest pressure of the wing nuts used to hold the plates to the car, front or rear.

# The Lunch Wagon Is Motorized, Too



One of the features of the parade of the force who would otherwise have of the Police Department's new travelling restaurant, which preceded the parade by an hour and distributed sundwiched soldlers in the stands along the structure of the stru

ments of travel demand.

The following revised figures from the figures are interesting in showing war's effect on automobile making, third largest manufacturing interpretations in the figure of figures compiled by the B. F. Goodrich Rubber Company, third largest manufacturing interpretations in the figures compiled by the B. F. Goodrich Rubber Company, third largest manufacturing interpretations in the figures compiled by the B. F. Goodrich Rubber Company, in this country:

The average is based on the estimated population and the 1918 automobile and truck registration.

The average is based on the estimated population and the 1918 automobile and truck registration.

The most dense distribution of cars is in the Middle Western stress produced strong from the average daily cost of passenger cars are specified of the passenger cars are for every seven persons. Other Middle West states having a record under one car to every fifteen persons are: South Dakota, 9; Kansas, 10; North Dakota, 11; Michigan, 12, and Indiana, Ohio and the passenger cars are strong cars and profit of the passenger cars are allowed from trucks are operated under trucks are operated under trucks are operated under trucks are operated under the confining census, have greater car registrations in proportion to their population than the large cities.

Absolute ton-miles should be figured in connection with motor truck haulage only when uniform haula are made, that is, when one truck samples of multiplying the number of miles covered by the number of miles covered by the number of one cars in the Middle Western with the automobile making and population of cars is in the Middle Western with an average of one car for every seven persons. Other Middle West states having a record under one car to every fifteen persons are: South Dakota, 9; Kansas, 10; North Dakota, 11; Michigan, 12, and Indiana, Ohio and the state of the confinence of the passenger cars of trucks are produced success. Assumed to the confinence of the passenger cars of trucks are prod

by the number of miles carried, then by using the absolute ton-mile bas mile, or the case-mile

### **Houpt Announces Cut** In Prices of Used Cars

Change of Salesroom Makes It Advisable to Reduce to Save Several Handlings

Good used cars are scarce under ordinary conditions, and this year they are particularly hard to find, as any one who has wandered up and down Gasolene Row in search of a bargain on wheels will cheerfully admit. For this reason the announcement by Il Houpt, president of the Hudson Car Company of New York, that Car Company of New York, that he has decided to slash his used car prices from 19 to 20 per cent, has attracted unusual attention, not only from prospective buyers but the trade as well.

"The chief reason for the cut in prices is not any decrease in demand for cars," says Mr. Houpt, "but because we have been compelled to vacate our used car showroom at 1828 Broadway before April 15. Between now and that date, in order to prevent congestion and double or triple handling of cars, we have decided on a price cut that will insure a quick reduction of our stock.

our stock.

"This stock of used cars, which includes a selection of open and closed rebuilt Hudson Super-Six cars, as well as a widely diversified lot of other standard makes, is now on view in the basement of 1842 Breadway, with an overflow exhibit in the new Hudson Service Station at 315 West Sixty-eighth Street. The prices quoted on the cars are so low that local and out-of-town dealers are taking advantage of the sale to replenish their stocks of used cars."

# 12,000 Miles With a \$1.90 Repair Bill

A. S. BOWERS,

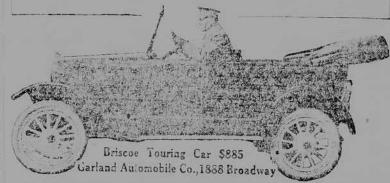
GENERAL MACHINE WORK AND OXY-ACETYLENE WELDING CORNER BANK AND CHURCH STREETS. EASTON, PA

March 18, 1919

Garland Automobile Company, 1888 Broadway, at 62d St., New York

Dear Sirs: I saw by your advertisement in the New York papers that you have the agency for the Briscoe automobile. I have a 1915 model which I purchased in Newark, N. J. I have driven over 12,000 miles with a \$1 90 repair bill and an average of 25 to 30 miles per gallon of gasolene. The paint on this car is still perfect. There is nothing worn on the car at present except the left hand rear, hub which I wish you would send me C. O. D. at once.

There is no agent in Easton, Pa., at present. I have several friends who admire the performance of my car. Am also in the market for a later model myself. Please send me your agent's proposition and circulars.



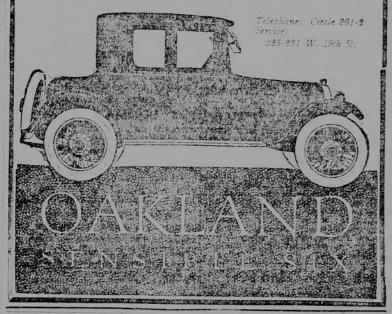
### Simplicity and Accessibility

is hand-one and luxurious four-passenger Oakland Coupe is mounted on the standard Cakland Sensible Six chassis—the chassis which is noted the world over for its scientific light weight construction and extreme sim-plicity and accessibility.

Four years' concentration of effort on one design has enabled Oakland engineers to eliminate every unnecessary part, thereby reducing repair bills to a minimum

Complexity in a motor car means trouble It's just as easy to get simplicity and accessibility

Sidney B. Bowman Automobile Co. Broadway at 52nd Street



## AT LAST!

### Auto Repairing with a guarantee of Efficiency, Speed and Honest Charges.

of a Machanical Engineer in charge of each department, To owners who drive their own cars. A unique and valuable periodical tuning up an

Charges no higher. Minimum delay and a guarantee of satisfaction.

AUTO MACHINISTS AND ENGINEERS, INC. 205-213 East 47th Street, New York City

WE DON'T LIKE TO KEEP harping on the fact that Reo was a pioneer in this industry—so many of the pioneers have failed to keep pace with the progress.

BUT IT JUST IS a fact, and, as the science of automotive engineering and manufacturing progresses, somehow

you always see Reo in the van. ULTRA CONSERVATIVE in some regards we are considered, by the more adventurous in the industry. For example, we still adhere to the policy of doing all our experimenting at our own expense—not our customer's!

AND WE NEVER adopt as a part of our standard product or offer to a buyer, any feature of which we are not ab-

THERE'S A DIFFERENCE between courage and dar-

DARING is taking chances and depending on bull lock to

COURAGE is the propensity to assail obstacles when sure of the ground—after the most careful survey of conditions and with a full knowledge of its difficulties. REO IS COURAGEOUS in that sense. If our engineers

have convinced themselves that a certain principle is right, our sales department is perfectly willing to meet any opposition to convince you of its superiority SO YOU SEE Reo is conservative—but progressively con-

THIS REO "SPEED WAGON" is a case in point.

DO YOU KNOW that the very features that constituted this truck, are now the features that most strongly recommend it to buyers?

DID YOU KNOW THAT? Well, it is a fact.

AND HISTORY REPEATS itself in this case also, for the very competitors who then flouted the very idea of electric starter and lights; and pneumatic tires; and speed qualities in a truck, are now Reo's closest imitators!

SO AGAIN the soundness of Reo engineering is demon-

differentiate this type of Motor Truck from all others, is as much the rightful property of Reo as is the very design itself it is ours by right of priority.

BUT WE DON'T MIND others using it-imitation is the sincerest form of flattery, and if they find it necessary to imitate as nearly as possible Reo design, why should they not also take the Reo term to designate their imi-

A BETTER for either, is evidently not to be found!

BUT WE'D SUGGEST to you as a buyer that an original ways better than a copy—the real, superior to any

SO IF YOU CAN SECURE a Reo "Speed Wagon" the quality of which has so thoroughly proven itself that rivals habitually proclaim theirs "just as good as a Reo"-if you can get an original, why accept an imita-

IT IS EASY to imitate outward appearance—but Reo quality must be built in the Reo shops. And Reo Low Upkeep has never, so far, been duplicated.

OF COURSE your difficulty is to obtain a Reo. Demand always greater than the possible factory output, is now almost hopelessly so.

BUT IT WILL PAY YOU to wait a little while for a Reo rather than accept a second choice.

AND IF YOU PLACE your order now—at once—you won't have to wait so very long. We can give you a pretty definite date on which your Reo will be delivered.

See the Reo at The Commercial Vehicle Show, Brooklyn REO MOTOR CAR CO. of New York, Inc.

Broadway at 54th Street Phone Circle 1271

Bronx, Bowman & Meyers, 352 Bast 149th St. Factory Lansing, Michigan



23 REGT ARMORY BEDFORD AVE, BETWEEN ATLANTICAVE & PACIFIC ST. BROOKLYN

APRIL 8 to 12 NOON TO 10:30 PM. ADMISSION 25¢

Motor Trucks-Delivery Wagons-Tractors-

Trailers-Bodies - Accessories